Daai AOL - Time Warner Enterta AOL Time Warner - CONFI Cartyle/Welsh - acc frog fo Clear Channel Communical

2003 Revenue vs 2003 Plan / 2002 Actuals Euro 000's NA Media

Regional View	Europe	Americas	Asla Pacific	Asia Pacific Global Elimin	Total	
2002 Actual	. •	88.952	1	•	88,952	
SOOF ACIDA	STATE OF STA	64.3 km	The state of the s	を できる	54,317	これがあり、そのでは、これには、これでは、「おきないのでは、これでは、これでは、これでは、これでは、これでは、これでは、これでは、これ
2003 Dian		105 000	A DESCRIPTION OF THE PROPERTY OF		105,000	

Product View	M&A	Other Advisory	Other Advisory Total Advisory I	Total Debt *	Total Debt * Total Equity IG Bonds O	G Bonds	Other **	otal
2002 Actual	23.370		23,370	32,562	31,362	2,856	(1,199)	88,952
		Application of the second	486	50,783	8	292	(940)	54,317
2003 Plan	20,000		20,000	40,000	25,000	20,000	1	105,000

^{*} Total Debt includes IG Loan Fees, ABL, HY Bonds, Lev Loan Fees and Project Finance ** Other includes Other Global Markets and Principal Investing

NA Media Client Revenue by Product - Americas March 2003 YTD Euros ('000'S)	ericas														
				,				D-12446	Bonds-	Serategic	Cornors te				
	Acquisition	Divestiture Advisory	Fairness Oninion	Corporate High Yield	Senior Bank Debt	Equity-IPO Secondary	Equity-	Placement Investmen Equity t Grade		Lending Contracts	Finance Revenue	* Loan Rev per GCIX	* Losn Rev * Derivatives per GCIX per GCIX	Total Revenue	Tier
EchoStar Communications Com	1.389	,	,		8,829			•			26,626			26,626	
RE Donnelley Com		,		7,487	5,011			,			12,497			12,497	
Canaral Motors Companion	,			4.612	6.465			,			11,077			11,077	
Allbritten Communications Co.	, ,		602	472		,					2,074			2,074	
Allel Real Communications To	, ,	FC0	,	·				,		,	923			923	
Tolking Company		433					,				433			433	
Thomas H lee Partners		•			324		,	•			324			324	
Highe Mines Tate & Piner Inc	•		,	,	232		,	•			232			232	
Compast Compassion				,		,	,		207		207			207	
Grav Television Inc		,	•	33			70	•			103			103	
Clear Channel Communications Inc									98		98			98	
Sinclair Broadcast Group Inc	,	,		04							9			40	
Village Inc		ı		,				9			9			9	
MediaNation Inc	•	,		,		99		•			(30)			(30)	
AOI. Time Warner Inc				1		,	,			(32)	(32)			(32)	
Viacom Inc				,					,	(108)	(108)			(801)	
Carlyle Groun (The)				(130)			,				(130)			(130)	
(m) 1 (m) (m)											54,317			54.317	

· Note GCIX Revenue on a two month lag

NA Media Client Revenue by Product March 2003 MTD Euros ('000'S)

Tier									
Total Revenue	6,465	344	324	124	20	33	(2)	(89)	7 300
Derivatives per GCIX									
Loan Rev per GCIX									
Corporate Finance Revenue	6,465	344	324	124	70	33	(2)	(65)	7 100
songs-corp. Investment Grade	•	,	•	٠	70	•	•	r	
rrivate Placement Equity	,	•	•	•	•	•	(2)	, •	
Senior Bank Debt	6,465	1	324	46		Ī		•	
sonds- Corporate High Yield	,	•	•	78	•	33	•	(65)	
Divestiture Advisory	,	344	•	•	•	•	•	٠	
	General Motors Compration	ACME Communications Inc	Thomas HI ce Partners	RH Donnelley Com	Comcast Comoration	Grav Television Inc	iVillage Inc	Sinclair Broadcast Group Inc	

						_				_	_	
	Mar	YTD(Mar)	Prior YTD	BW PRIOR YTD	Apr	Balance Of Current Year	Year Probability	:	:		:	Future Year Pipeline
PRODUCT	Franchise	Franchise	Franchise	Franchise Revenue	Franchise	Thru 12/31 Pipeline	Weighted	2003 Full Year Forecast	2003 Fuil Year Plan	BW 2003 Full Year Plan	Future Year Pipeline(2)	Probability Weighted(2)
M&A	1,214	4,217	18,908	(14,691)		49,722	96,836	11,113	35,000	(23,887)	. 5	٠ بَر
Total Advisory	1.234	4,217	18,908	(14,631)		49,782	6,926	11,143	35,000	(23,867)	30	
ABL Origination			,	,		,	,	1	,	'	1	
HYOM	25	34,553	10,094	24,459	•	9,164	1,730	36,283	32,000	4,283		٠
Loan Syndications	7,633	21,658	6,727	15,931	•	5,611	1,403	23,060	15,000	8,060		,
Project Finance	,	,	,	,	,							
Leveraged Portions Revenue Rest Estate Investment Backlos			1 1	. (, ,	, ,		, ,	, ,	
Total Debt Products	7,685	56,211	15,821	40,390		14,775	3,133	59,344	50,000	9,344		
Equity Underwriting	118	423	7,544	(7,122)		58,567	28.016	28.436	65.000	(36,562)		
Private Placement-Equity	(2)	9)	£	<u>6</u>	,			œ		(£)	•	•
Structured Equity Transactions Octob Total Equity	116	417	7,543	(7,126)	,	88,567	28,016	28,433	65,000	(36,567)		
Capital Benefit / Treasury Allocation		٠	,	,			,	,	,	,		
Other Global Markets GM DCM .IV	· F	282	1 127	(835)		21 040	10.520	10.842	, ,	10.812		
Lagacy PF / Telecom / LA Portfolio - NIM				<u> </u>				• • •	,	!	r	
Principal Investing / PE Exceptions / Other		(140)	(362)	222	٠			(140)		(140)	,	,
Total Legacy Portfolios / Cross Selling / Other	0.	152	765	(813)		21,040	10,520	10,672	30,000	(19,328)	<u></u>	
Total Corporate Finance Product	6,000	266.09	44 017	17 950		171 167	10 601	100 501	400 000	140 400	4.5	į

Notes: 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline

100000

	GLOBAL MEDIA	77			
PRODUCT	DEAL	Franchise Revenue Mar	Franchise Revenue YTD(Mar)	Franchise Revenue Apr	Other Coverage Groups
Total M&A	Acme Communications - general advisory (D006356) Alibritton Communications - General Advisory (News Ch 8) (D020686) Boosey & Hawkes - divestiture advisory/defence & refinancing / Bronze (D015359) Echostar - acqn advisory and financing (GM - HE) (D014601) Tribune Co - general advisory (radio assets) (D002234)	344 870	923 602 870 1,389 433 4,217		None NA Lev Fin EUR RESTR, UK NA FIN SPO, NA Lev Fin None
Total Advisory		1,214	4,217		
	Allbritton Communications - HY Offering (1Q03) (D030214) Carlyle/Welsh- acq fncg for Qwest Dex East (Phase 1) / Phase I (D023503) DirecTV - bank/HY financing (1Q 03) (D030500) Echostar - acqn advisory and financing (GM - HE) (D014501) Gray Television - HY offering (4Q 02) (D025884) RH Donnelley - acq financing for Sprint Yellow Pages (D025434) Sinclair Broadcast Group - HY offering (4Q 02) (D026013) TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	78 78 (59)	1,472 (130) 4,612 16,408 33 7,487 40		NA Lev Fin NA FIN SPO, NA Lev Fin NA Lev Fin NA FIN SPO, NA Lev Fin NA Lev Fin NA Lev Fin
Total HYCM		52	34,553		EUR SPON, NA FIN SPO, NA Lev Fir
BSKyB Direct Direct Lin TV RH DO TH Let	BSkyB - GBP600mm revolving credit facility for refinancing (D025788) DirecTV - bank/HY financing (1Q 03) (D030500) Echostar - acqn advisory and financing (GM - HE) (D014601) Lin TV - bank financing (1Q 03) (D030158) RH Donnelley - acq financing for Sprint Yellow Pages (D025434) TH Lee/Bain/Biackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	797 6,465 - - 46 324 7,633	797 6,465 8,829 232 5,011 324		UK NA EV FIN NA FIN SPO, NA Lev Fin NA FIN SPO EUR MEDIA, EUR SPON, EURLEVFI FIIR SPON FURIEVFIN NA CON N
Total Debt Products	ncts	7,685	56,211		
Gray Te MediaN SES Gic Vivendi Total Equity Underwriting	Gray Television - bank/equity financing (4Q 02) (D022657) MediaNation - Sponsoring Agreement (D027084) SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535) Vivendl Universal - mandatory convertible bond (D026623)	118	70 (30) 74 308 423		NA Lev Fin ASIA SPON, CHINA FRANCE None

(M1575) (M1575) Total Private Placement-Equity

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	FRANCHISE - REVENUE BY DEAL AS OF. 09-APR-2003 EUROS IN 000'S GLOBAL MEDIA	-			
PRODUCT DEAL	Franc Reve Mi	Franchise Revenue Mar	Franchise Revenue YTD(Mar)	Franchise Revenue Apr	Other Coverage Groups
Total Equity	11	116	417		
Clear Channel - IG Bond (M5002)		1	99	ı	
Comcast Corp - 1G offering (1Q 03) (D026353)		70	207	ı	None
Total GM DCM JV	7,	70	292		None
AOL Time Warner - Strategic Lending Contract (M4545)	ontract (M4545)	ı	(32)	ı	
Infinity Broadcasting - Strategic Lending Contract (M2221	Contract (M2221)	,	(108)	Ī	None
Total Principal Investing / PE Exceptions / Other			(140)		None
Total Legacy Portfolios / Cross Selling / Other	[2]	7.0	152	,	
Total Corporate Finance Product	0,6	9,085	60,997		

						-			Franchise	Probability
6000			2	Man	.	1	Balance Of	Futhire Vears	Revenue	Weighted
PRODUCI	URAL	TACRADIT	<u>.</u>	444		3	307	2	Ĭ	
	BC Partners • acon advisory of BedelsmannSpringer (Chess) / Chess ** (D024783)			,	6,000	,	1	•	5,000	,
	Boosev & Hawkes - divestiture advisory/defence & refinancing / Bronze (D015359)		2	1,000					1,000	900
	BusinessWire - general advisory (DD05685)			•	•	•	4,208	,	4,208	1,052
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)			•	•	,	6,000	•	6,000	•
	Digiture - sell-side advisory (D025/50)			•		,	3,000		3,000	750
	Dioliturk - self-side advisory (7025150)	•		•	٠		90		92	100
	District Office Constal advisory (ALIT Games) (DD25937)				•		5,511		5,611	
					,	•	5.611	,	5.611	•
	Migosoff - acqn of vivendi Universal Cames (Unichaz)		,	•	•	ı	27.6		727	
	Pearson - acqn advisory for AUL Time warner Book Group (DUSUSB1)			•	•	•	,			
	Pearson pic - strategic advisory re interactive Oata Corp (D025865)			•	•	•	4,208		4,200	, (
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)		52	•	,	ı	2,000		5,000	1,250
	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)		. 52	•	•		4,000		4,000	1,000
	Taylor Nelson Sofres - soon of NFO (Nectar) / Nectar (0030093)		. 52			4,488	•	•	4,488	1,122
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versaliles (D025086)	•		1	•	•		,	1,122	1,122
Total M&A			1,122	1,000	5,000	4,488	38,111	•	49,722	968'9
:							;	;	Ş	,
	MediaNation - Sponsoring Agreement (0027084)		50		S.		9	3	3	64
Total Other Advisory			•		26	1	8	g	06	45
Total Advisory			1,122	1,000	5,030	4,488	38,141	20	49,812	5,941
	Alleston Commenced and Second Second for Eleber Commence (197027)		ć	2 244				,	2 244	
	Alignition Communications - acq interesting for these Communi (CO27OS7) Carbdatology - acd from for Owest Day West(Phase (17 Phase 2 (1002665))			1	r	6,920			6,920	1,730
Total HYCM				2,244		6,920	•		9,164	1,730
									,	,
	Carlyle/Wetsh - acq fnog for Qwest Dex West(Phase II) / Phase 2 (DD25662)		25	-		5,611	-	,	5,61	1,403
Total Loan Syndications	ations					5,511	-	-	LL9,0	1,403
Total Debt Products	the state of the s			2,244	.	12,530		-	14,776	3,133
	AOL - Tine Warner Entertainment - IPO (D026173)		75	,	24,548			٠	24,546	18,410
	AOL TIME Warner - CONFIDENTIAL (1H 03) (D030716)		,		24,548	1			24,546	•
	Axel Springer/Kirch - Secondary Offering - Project Annabells / Annabel (D022480)			1	15,000	•		•	15,000	•
	BSkyB - GBP 200 million convertible band (D020296)			1	2,500	•			2,500	625
	Citadel Broadcasting - IPO (D023066)		75	1			2,805		2,805	2,104
	Salem Communications - secondary offering (3Q 02) (D024428)			•		•	1,169		1 169	877
	SES Global - €700-1 bn 1PO - Project Gerard2 / Gerard2 (D013535)		. 52		•	•	8,000	•	8,000	6,000
	Texas Pacific Group - IPO (Hunter) / Hunter * (D022792)				10,00	-	,	•	10,000	
Total Equity Underwriting	rwiting		•		78,593		11,974	•	88,567	28,016
					72 500		14 07.4		88 5.67	28 046
Total Equity				•	rec'o		1,01		100,00	212/24
	Clear Channel Communications - \$35n ref; 30 03 (D031143)		50 21.040	ı	•	٠	•	•	21,040	10,520
Total GM DCM JV			21,040				•	,	21,040	10,520
									24.040	40 820
Total Legacy Port	Total Legacy Portfolios / Cross Selling / Other		7,040			•	•		22.1	200121
Torial Comomist attended Profit	manca Dendiich		22.182	3.244	81,623	17,019	50,115	200	174,193	48,609
י חודו החולה חודות ו	Indice Tiodoct									

2003 FRANCHISE OF FRANCHISE FUTURE LINE PIPELINE ():	! •		V -	0:	54		71.	-B	•	5,000 1,133		NF.	•	6,920		•	٠ چ	₹ '	en	t 2		2,244		1,169	Fi	000'5		05		•			374	.)	5,000		ag		1000,4	
APR FRANCHISE FI VALUE		, .			. ,		,			• 1			s		. ,		, ,			,	, .	,	, ,				ı		•			i		•				•		,
YTD MAR FRANCHISE I	•	4.812	6,465	1,389	8.829	9		4,630 324	ļ	, ,	4,630	324	1		(130)	•	, ,	(30)	7,487	1 400	1,472	, ;	20.	. 607	·	• •	. 201	<u> </u>	870	•			, ,	·	ı	74	٠.	4,630	4,	
MAR FRANCHISE VALUE	1	, ,	6,465		٠.	(88)		324	!	. ,		324		٠,				•	78	?			3'	•			, ,	i ,	870			,		•	,		,	. ?	754	
PROS	75%	₹ <u>₹</u>	A'N	¥ 2	(<u>4</u>	₹ Ž	100%	₹ Ž Ž	è	%0 %001	A/A	N/A 24.8	Ì	25%	N.A.	75%	8 36 M 20	A/A	Y X		X X	8 2	Z Z	75% MA	1	%0	25%	\ 8 8	V/N	100%	25%	%0	* \$	%0	25%	%0% N/A	100%	Δ,Σ	25%	100%
PRODUCT	Equity-IPO Ronds-Com Investment Grade	Bonda-Corporate High Yield	Senior Bank Debt	Acquisition Advisory Boods Compared High York	Senior Bank Debt	Bonds-Corporate High Yield	Acquisition Advisory	Senior Bank Debt	A man de adjantes de la description de la constante de la cons	Acquisition Advisory Acquisition Advisory	Bonda-Corporate High Yield	Senior Bank Debt Acquisition Advisory		Bonds-Corporate High Yield Senior Bank Debt	Bonds-Corporate High Yield	Equity-IPO	Bonds-Corp. Investment Grade Consultancy Advisory	Equity-IPO	Bonds-Corporate High Yield Senior Bank Debt	Calmers Oninin	Bonda-Corporate High Yield	Bonds-Corporate High Yield	Equity-Secondary	Equity-Secondary Divestiture Advisory	Englishmenter	Acquisition Advisory	Equity-Convertible Bonds Senior Bank Debt	Divesture Advisory	Divestiture Advisory	Otvestiture Advisory Otvestiture Advisory	Divestiture Advisory	Acquisition Advisory	Acquisition Advisory Acquisition Advisory	Acquisition Advisory	Defense Advisory	Equity:IPO	Acquisition Advisory	Bonds-Corporate High Yield Senior Bank Dobi	Acquisition Advisory	Divestiture Advisory
	Citadel Broadcasting - IPO (D023066) Clear Channel Communications - \$3bn neft 3O 03 (D031143)	DirecTV - bank/HY financing (1Q 03) (D030500)	DirecTV - bank/HY financing (10 03) (0030500)	actional - actin action and inspector (CM - MB) (DO) 4601) Echostar - acon advisors and Specific (CM - MB) (DO) 4601)	Echoster - acon advisory and financing (GM - HE) (D014601)	Sinclair Broadcast Group - HY offering (40, 02) (D026013)	TH Lea/Bain/Blackstone,EXCLUSIVITY for Houghton Miffin / Versailles (D025088) TH Lea/Bain/Blackstone EXCLUSIVITY for Louisidae Miffin Vocasilla (D025088)	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versaties (D025086)	BC Bartners . ann advisore of BertelsmannSorimes (Chace.) (Dece ** (D004199)	DC Martrers - acon advisory of beneasmannospringer (Chess) / Chees ™ (D024/83) TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025088)	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versaites (D025086) Taylor & Francis - oot acon of Blackwell STM bublishing subs (D012872)		Cariyle/Welsh - acq incg for Gwest Dex West(Phase !!) / Phase 2 (D025662) Carlyle/Welsh - acq fncg for Gwest Dex West(Phase !!) / Phase 2 (D025662)	Cartyle/Welch- acq fncg for Qwest Dex East (Phase 1) / Phase ((D023503)	Citadel Broadcasting - IPO (D023066)	Orda Charities Configurations - \$500 fell 5Q 05 ("D031145) MediaNation - Spansaring Agreement ("D027084)	Medianation - Sponsoring Agreement (D027084)	KH Donnelley - acq tinancing for Sprint Yellow Pages (D025434) RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	Albritton Communications - General Adultons Maus Ch 8) (TODOA88)	Allbritton Communications - HY Offering (1003) (D030214)	Alibriton Communications - acq financing for Fisher Commun (D027037) Stay Television - HY offerbo (40,02) (D02884)	Gray Television - bank/equity financing (4Q 02) (D022657)	Salem Communications - secondary offering (30 02) (D024428) Tribune Co - peneral advisory (radio assats) (D002234)	Axel Springer/Kirch - Secondary Offentio - Project Annabelle / Annabel (10022480)	BC Partners - acqn advisory of BertelsmannSpringer (Chess) / Chess ** (D024783)	dokyd - GBP 200 milion convertible band (D020298) BSkyd - GBP600mm ravalvina cradit facility for refinancian (D025738)	Boosey & Hawkes - divestiture advisory/defence & refinancing / Bronze (D015359)	Boosey & Hawkes - divestiture advisory/defence & refinancing / Bronze (D015369)	Deficie Febroar - Sale options for 15% stake in SES (D011449) Digitaly - self-side advisory (D025150)	Digiturk - sell-side advisory (D025150)	Electronic Arts - general advisory (VUE Games) (D025937)	microson - acquired lettering of the Werner Book Group (D030361)	Pearson plc - strategic advisory re Interactive Data Corp (D025865)	ProSisben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912) SES Global - 6700, the IDC - Design General / Connect (CO14626)	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Miffilm / Versailles (D025088)	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025085) TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Vareailles (D025085)	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	Digiturk - sell-side advisory (0025150)

FRANCHISE - REVENUE & PIPELINE BY MD & DIR 2003-04-09 (Wod) E110-05 IN MARKS

> BANKER Amiling, Jeffrey

Austin, Geoffrey

Carey, Charles

Graves, Daniel B.

Lovegrove, Stephen

Macinnes, Bruce 12/19/2007

				A CHOMPAN A CH	YTD MAR	APR	2003	FRANCHISE	
BANKER	DEAL Digiturk - sell-side advisory (D025150) Digiturk - sell-side advisory (D025150) Probleban - straegic diversitient advisory - Project Phoenix / Phoenix (D023912) StoryFirst - valuation of Russian assers (D025060) Taylor Natson Sofres - acon of NFO (Nector) / Nector (D030083) Texas Pacific Group - IPO (Hunter) / Hunter " (D022792)	PRODUCT Divestiture Advisory Defense Advisory Valuation Acquisition Advisory Equity-IPO	PROB 25% 26% N/A 25% 0%	VALUE	VALUE	VALUE	PIPELINE 3,000 5,000 4,488		
Morris, J.L. Malcolm	AOL - Time Wamer Entertainment - IPO (D026173) AOL Time Wamer - CONFIDENTIAL (1H 03) (D030716)	Equily-IPO Block Trade	75% 0%		1 1		24,546 24,546		
Paul, Gregory R.	Acme Communications - general advisory (D008356) Lin TV - bank financing (10, 03) (D030158)	Divasitiura Advisory Senior Bank Debt	a a Z Z	344	923 232				
Thun-Hohenstein, Christian	Deutsche Telekom - Sale options for 16% stake in SES (D011449) Taylor & Francie - pot acon of Blackwell STM publishing subs (D012872) Vivendi Universal - mandatory convertible bond (D026623) Vivendi Universal - mandatory convertible bond (D026623)	Divestiture Advisory Acquisition Advisory Equity-Convertible Bonds Equity-Secondary	0% 25% N/A N/A		- , 118 00;		6,000 4,000		
Triffo, Dyan	BusinessWire - general advisory (D005685)	Divastiture Advisory	25%		,		4,208		
Yung, Sun J.	Comcast Corp - IG offering (1Q ts) (D026353)	Bonds-Corp. Investment Grade	K.N	20	207		ı		

(002/01/2

PRODUCT	Mar Franchise Revenue	YTD(Mar) Franchise Revenue	Prior YTD Franchise Revenue	B/W PRIOR YTD Frenchies	% Change Year Over Year	Apr Franchise Revenue	Balance Of Current Year Thru 12/31 Pipaline	Bai Of Cur Year Probability Weightad Pipeline	2003 Full Year Forecast	2002 Fult Year Actual	B/(W) 2002 Full Year Actual	% Change 2003 Full Year Forecast over 2002 Full Year Actual	2003 Full Year Plan	Br(W) 2003 Full Year Plan
M&A	7	3,347	16,307	(12,960)	.79%		5,330	2,174	5,521	23,370	(17,849)	78%	20,000	(14,479)
Other Advisory			•				9	30	စ္တ		8		•	5
Total Advisory	344	1,347	16,307	(12,960)	%84.		6,300	2,204	,585.	23,370	(17,619)	%92·	20,000	(14,449)
ABL Origination	. {		000		***				. 96	740	10 61	800	. 55.800	. 8.043
HYCM Loan Syndigations	6.836	20,860	5,727	15.134	204%		6.00	1403	22,263	13,632	8,431	61%	2,000	10,283
Project Finance	. •	. •	. •	,		•					•		, ,	
Ceveraged Portfolio Aevence		, ,		. ,	_									
Total Debt Products	6,888	50,783	15,821	34,962	221%		14,776	3,133	53,916	32,662	21,354	%99	37,800	16,318
Eculty Underwriting	,	ŝ	3.907	(3,888)	%68-		53,067	21,391	21,431	30,454	(8)	-30%	25,000	(3,569)
Private Placement-Equity	8	6	ε	œ.	411%		•		9	808	(914)	×101.		(C)
Structured Eduty Hansactions Group Total Equity	(G	35	3,906	(3,871)	%56-		53,087	21,391	21,425	31,362	(76,937)	.32%	25,000	(3,576)
Capital Benefit / Treasury Allocation				,		,								
Other Global Markets		•				•		. !		•	. !		. ;	. !
GR DCM JV	<u>و</u>	292	1,127	(8825)	****		21,040	10,520	218,01	2,866	900	21840	22,400	(enc'LL)
Lagacy FFF resecont La Portrollo - Nam Principal investing / PE Exceptions / Other		(140)	(382)	. 22	41%		,	. ,	(140)	(361,1)	1058	-88%		(140)
Total Legacy Portfolios / Cross Setting / Other	0,	162	292	(613)	.80%		21,040	10,520	10,872	1,657	9,015	244%	22,400	(11,728)
	7.300	67 073	26 760	77.540	,,,,,		,,,		44 644	64 062	0.000	187	406 000	17, 17,

None None

AOL Time Warner - Strategic Lending Contract (M4545) Infinity Broadcasting - Strategic Lending Contract (M2221) Total Principal Investing / PE Exceptions / Other

Total Legacy Portfollos / Crose Selling / Other

Total Corporate Finance Product

	FRANCI	CHISE REVENUE BY AS OF 09 APR 2003 EUROS IN 000'S NA MEDIA	IE BY DEAL. 2003 3'S		
		L.			
		Franchise	Franchise	Franchise	
PRODUCT	DEAL	Revenue	Revenus YTD(Mar)	Revenue Apr	Other Coverage Groups
	Acme Communications - deneral advisory (D006358)	744	923		Accid
	Allbritton Communications - General Advisory (News Ch 8) (D020686)	,	805		NA Lev Fin
	Echostar - acqn advisory and financing (GM - HE) (D014601) Tribune Co - ceneral advisory (radio assets) (D00234)	1 .	1,389	•	NA FIN SPO, NA Lev Fin
Total M&A		344	3,347		A1224
Taked & strike					
LOCAL AUVISORY		344	3,347		
	Alibritton Communications - HY Offering (1003) (0030214)	,	1,472		NA Lev Fin
	Carlyle/Welsh- acq fncg for Qwest Dex East (Phase 1) / Phase 1 (D023503)		(130)		NA FIN SPO, NA Lev Fin
	DirecTV - bankHY financing (10, 03) (D030500)		4,612	,	NA Lev Fin
	Crev Television - UV Affects (40 00) (D005894)		18,408		NA FIN SPO, NA Lev Fin
	Stay : devision : 11 Secting (4.5 oz.) (O223004) RH Donnellev - acc financing (of Sprint Yellow Pages (D025434)	2 K	7 487		NA Lev Fin
	Sindair Broadcast Group - HY offering (40 02) (D026013)	(89)	40		NOTE NOTE
Total HYCM		52	29,923	•	
	DirecTV - bank/HY financing (10 03) (0030500)	A 485	A 485	•	NA (av Ein
	Echostar - acqn edvisory and financing (GM - HE) (D014601)	} .	8,829		NA FIN SPO, NA Lev Fin
	Lin TV - bank financing (1Q 03) (D030158)	ı	232	٠	NA FIN SPO
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434) TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	324	6,011 324	, ,	NA LEV Fin EUR MEDIA, EUR SPON, EURLEVFIN, NA CON, NA FIN SPO, NA Lev Fin
Total Loan Syndications		6,836	20,860	,	
Total Debt Products	ucts	6,888	50,783		•
	Gray Television · bank/equity financing (4Q 02) (D022557)	,	70	•	NA Lev Fin
	MediaNation - Sponsoring Agreement (D027084)	,	(30)		ASIA SPON, CHINA
Total Equity Underwriting	derwriting		40	٠	
	(Village mtm (M1575)	8	9	•	900N
Total Private Pi	Total Private Placement-Equity	(2)	(8)		
5					
Total Equity		(2)	35		1
	Clear Channel - IG Bond (M5002)		88	•	None
4 4 4 4	Comcast Corp - IG offering (1Q 03) (0025353)	70	207	4	Mone
Total GM DCM JV)V	R	292	,	

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		NA MEDIA	Transfer Age							Secretary of the second
					Franchi	Franchise Value				
							i		Franchise	Probability
PRODUCT	DEAL	PROBABILITY	Apr	May	Jun	Jul	Year 2003	Future Years	Revenue	Weighted Pipeline
	BusinessWire - general advisory (D005685)	25	ı	,	,	,	4,208	ı	4,208	1.052
Total M&A	I'M LeerBain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	100	1.122		•	-		,	1,122	1,122
			77. 1				4,208	•	6,330	2,174
Trees Other Advisor	MediaNation - Sponsoring Agreement (D027084)	99		,	30		30	93	8	Æ
Acido Cuier Adviso	7/7			٠	30		00	30	8	45
Total Advisory			1.122	-	30		4 238	O.	6.420	2 240
	Allbritton Communications - acq financing for Fisher Commun (D027037)	O		2,244	,	,		٠	2.244	
Total LVOss	Carryle/Welsh - acq fncg for Gwest Dex West(Phase II) / Phase 2 (D025662)	25	,			6,920	•	•	6,920	1,730
TOTAL CITY				2,244		6,920			9,164	1,730
1	Carlyle/Weish - acq fnog for Qwest Dex West(Phase II) / Phase 2 (D025662)	25	٠		•	5,611		•	5,611	1,403
I Otal Loan eyilgications	#NOTS					5,611	•	•	5,611	1,403
Total Debt Products	51			2,244		12,530			14,775	3.133
	AOL - Time Warner Entertainment - IPO (D026473)	22			9,0					
	AOL Time Warner - CONFIDENTIAL (1H 03) (D030748)	3 6		•	040,42		,		24,546	18,410
	Citadel Broadcasting - IPO (D023066)	. K		• •	64,545		, o c	•	24,546	
	Saiem Communications - secondary offering (3Q 02) (D024428)	75	,		, ,		1.169		1 169	2, 104 477
Total Equity Underwriting	rwriting		•	-	49,093		3,974		63,067	21,391
Total Equity					200 07					
					43,033		3,974		53,067	21,301
To be property of	Clear Channel Communications - \$3bn refi 3Q 03 (D031143)	90	21,040			ı	٠	•	21,040	10,520
TOTAL GIR DCM JV			21,040	,			,		21,040	10,520
Total Legacy Port	Total Legacy Portfolios / Cross Selling / Other		21,040						21,040	10,520
Total Corporate Figance Product	Dates Product		207 200							
	100 Marian Landing		77.187	2,244	49,123	12,530	8,212	30	94,302	37,262

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				MAD	WITH MAD	004	2002	1000
			Ħ	FRANCHISE	FRANCHISE	FRANCHISE	EDANCHINE	
BANKER	DEAL	PRODUCT	PROB	VACUE	VALIF	1/41118		IN HOLD
Amling, Jeffrey	Okadel Broadcasting - IPO (D023066)	Equity-IPO 75		} '			2 805	
	Clear Channel Communications - \$3bn refi 3Q 03 (D031143)	p. Investment Grade	50%	,		,	21.040	
	DirecTV - bank/HY financing (1Q 03) (0030500)		A/A		4 612	. 1	240,1	
	DirecTV - bank/HY financing (1Q 03) (D030500)		4	6.485	6.48.5			k 1
	Echostar - acqn advisory and financing (GM - HE) (0014601)	2	Α.)	986.			
	Echostar - acqn advisory and financing (GM - HE) (D014601)	ah Yield	*	,	16.408			•
	Echostar - acqn advisory and financing (GM - HE) (D014601)		\$		8.829		•	
	Sincleir Broadcast Group - HY offering (4Q 02) (D026013)	High Yield	N/A	(59)	04	•		
	TH Les/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	-	%0	` ,			1.122	
	TH Lec/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	High Yield	N/A	•	4,630	•	١.	•
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025085)	Senior Bank Debt N	¥/N	324	324	ı	ı	•
Carey, Charles	Carlyle/Weish - acq fnog for Qwest Dex West(Phase II) / Phase 2 (D025682)	Bonds-Corporate High Yield	%			·	ŭ	
	Carlyle/Weish - acq fncg for Owest Dax West(Phase II) / Phase 2 (D026662)		8.5			•	5.920	• 1
		High Yield	4		(430)		2	
	Citadel Broadcasting - IPO (D023066)		75%		(35.)		2 808	
	Clear Channel Communications - \$3bn refi 3Q 03 (0031143)	Bonds-Corp. Investment Grade 50	3%	,	,		24 040	
	MediaNation - Sponsoring Agreement (D027084)		50%			ı 1		, <u>c</u>
	MediaNation · Sponsoring Agreement (D027084)		YA.	,	(30)	,		; •
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	porate High Yield	4/4	78	7.487		•	•
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)		₩	46	5,011		•	
Graves, Daniel B.	Alibrition Communications - General Advisory (News Ch. 8) (ID20686)	Maintenant Control	47.		6			
	Albritton Communications - HY Offering (1003) (D030214)	High Yield	(9		1 477	,	•	
	Albritton Communications - acq financing for Fisher Commun (D027037)		%0		7		, 2	
	Gray Television - HY offering (4C 02) (D025884)		4 /1	. £	, Ç	•	4,44	
	Gray Television - bank/equity financing (4Q 02) (D022657)		\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	3 •	3 5			
	Salem Communications - secondary offering (30 02) (D024428)		75%	,	2 '			
	Tribune Co - general advisory (redio assets) (D002234)	<u>~</u>	4/X		433		•	
Macric (1 Malacia	(ATABASA) (COL ATABASA) COMPANY CONTRACTOR				}			•
IIIA, J. L. INBIRCOILLI	ACL - Time yearier Entertainment - (FC (DOZ6173)		75%				24,548	
	AOL Time Warner - CONF/DENTIAL (1H 03) (0030716)	Block Trade 0	%0		•	1	24,546	
Paul, Gregory R.	Acme Communications - general advisory (D006356)	Divestiture Advisory N	N/A	344	923			,
	Lin TV • bank financing (1Q 03) (D030158)	Senior Bank Debt	N/A	,	232			1
Triffa, Dyan	BusinessWire - general advisory (D005685)	Divestiture Advisory	%52			•	4,208	1
Yung, Sun J.	Comcast Corp - IG offering (1Q 03) (D026353)	Bonds-Corp. Investment Grade N	N/A	20	207	•	r	•

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